

Message Text

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FM AMEMBASSY BUCHAREST

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E.O. 11652: N/A

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SUBJECT: STATUS OF PHOTSENSITIVE PAPER PROJECT

REF: STATE 251526

1. AMBASSADOR AND ECONOMIC COUNSELOR BRAMANTE SAW MINISTER OF CHEMICAL INDUSTRY FLORESCU NOVEMBER 19 TO DISCUSS STATE OF PLAY ON PHOTSENSITIVE PAPER PROJECT. DRAWING ON REFTEL, POINT WAS MADE TO FLORESCU THAT ROMANIANS HAD A BIRD IN THE HAND WITH OLSZEWSKI AND INTRA-ROTO TO WEIGH AGAINST KODAK BIRD IN THE BUSH, AT LEAST SO FAR AS THIS PROJECT WAS CONCERNED.

2. IT WAS CLEAR FROM LONG DISCUSSION WITH FLORESCU THAT HE IS SERIOUSLY INTERESTED IN TRYING TO CONCLUDE CONTRACT WITH OLSZEWSKI AND INTRA-ROTO (IN FACT HE MENTIONED THAT AN EARLIER CONTRACT HAD BEEN INITIALED JUST A YEAR AGO, WHICH HAD LAPSED ON THE US SIDE AND THEN BEEN REVIVED THROUGH HIS VISIT TO THE STATES LAST SPRING). THE HANG-UP COMES OVER THE PROBLEM OF GUARANTEES WHERE THE ROMANIAN SIDE FEELS IT MAY BE TRAPPED IF PRODUCTION DIFFICULTIES ARISE BETWEEN WHAT OLSZEWSKI WILL GUARANTEE AND WHAT INTRA-ROTO WILL GUARANTEE WITH EACH GUARANTEEING ONLY PART OF THE PERFORMANCE. FLORESCU STRESSED THAT FROM THE BEGINNING HE HAS BEEN SEEKING ONLY "NORMAL PERFORMANCE GUARANTEES" AND ROMANIAN NEGOTIATORS HAD EARLIER PROPOSED TO OLSZEWSKI AND

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INTRA-ROTO SOME FORM OF OVERALL BANK GUARANTEE WHICH

WOULD RESOLVE THIS PROBLEM. ALTHOUGH CHEMICAL MINISTRY HAS NOT YET RECEIVED ALL DETAILS ON PRICE AND TERMS DESPATCHED NOV 1 FLORESCU SAYS THIS IS NOT THE PROBLEM BUT RATHER THAT OF GUARANTEES AND HE WENT ON TO ASK WHETHER DEPARTMENT OF COMMERCE MIGHT NOT BE ABLE TO DRAW ON ITS KNOWLEDGE OF COMMERCIAL PRACTICE AND COME UP WITH SOME IDEAS FOR RESOLVING THE GUARANTEE QUESTION.

3. SO FAR AS KODAK IS CONCERNED, FLORESCU AGREED IT MADE SENSE NOT TO PURSUE THE PHOTOSENSITIVE PROJECT WITH KODAK BUT RATHER TO CONCENTRATE ON TRYING TO MAKE A BEGINNING AT COMMERCIAL RELATIONS THROUGH EXCHANGE OF PHOTOGRAPHIC CHEMICALS OR PRODUCTS. FOR THIS PURPOSE HE HAS IN MIND SENDING SOME ROMANIAN SPECIALISTS TO VISIT KODAK EARLY NEXT YEAR AS WELL AS TO DRAW ON THE GOOD OFFICES OF GENERAL TIRE WHICH APPARENTLY HAS USEFUL CONTACTS WITH KODAK TO INSURE A RECEPTIVE ATTITUDE ON KODAK'S PART FOR ROMANIAN PROPOSALS.

4. ACTION REQUESTED: WOULD APPRECIATE BEWT GIVING SOME THOUGHT TO IDEAS FOR POSSIBLE SOLUTIONS TO GUARANTEE PROBLEM BASED ON EXPERIENCE ELSEWHERE IN EASTERN EUROPE. BRAMANTE WILL CALL SEVERANCE EARLY NEXT WEEK TO DISCUSS MATTER FURTHER. IN MEANTIME WOULD ALSO APPRECIATE BEWT INFORMING OLSZEWSKI OF CONTINUING ROMANIAN SERIOUS INTEREST IN PROJECT.
BARNES

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